

Build Operate Transfer Model



What is it?

The Build Operate Transfer (BOT) model is the perfect vehicle for an organisation wishing to benefit from the economies derived from an overseas division but which doesn't want to take the step alone.

It is easy to see the benefits we are able to deliver from our outsourced recruitment support teams, it is understandable that some companies want to replicate it but with a team of their own employees. Setting up your own overseas division is costly and can be very complicated without the expertise of someone already based in that country. There can be concerns over lack of control or business integrity; the BOT model from QX provides a relatively risk free method of achieving this.

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Why BOT from QX?

There are numerous benefits to the BOT model:

- + Reduced time to establish a viable going concern
- + Lower set up and overhead costs
- + Established process expertise
- + Benefits from access to other associated services
- + Ability to up- and down-scale your operations.

Why QX?

Dedicated teams: Trained to deliver results through your process. We hold a 97% staff retention rate.

Flexible business model: We can help you to achieve a complete recruitment process package or you can simply adopt the services that will make a difference to your business.

Independent phone lease line (IPLC): Ensures quality and desk to desk telephony with calls charged as local rates (UK).

Experience: Multi-sector UK recruitment experience and outsourced recruitment operational expertise.

Audited to ISO and ICAEW standards: Quality and excellence guaranteed.

Documented cost savings of up to 50%: Increase your profit margins or slice costs from your bottom line.

Data protection: We are fully compliant with UK Data protection legislation.



Build

Essentially, QX Recruitment Services will set up a team for a client. There is full involvement from the outset – this is your overseas division and it will be developed with your specification encompassing everything from its make-up, processes and procedures right down to the recruitment and selection of the personnel.

You are encouraged to bring in your key personnel initially to undertake full training to ensure your team operates to your own specific requirements and also to train our management team to ensure consistency and ongoing cascaded training.

We can recommend team size to achieve your requirements and provide appropriate office space which meets our industry-leading security standards.

Transfer

Once your overseas division is up and running and operating effectively, you have the option to transfer the operation into your own hands.

You are still able to locate your division at the QX premises if you wish and take the services available on a chargeable basis but we will no longer be involved in the operation side. Alternatively, we have a team who would be able to assist you with re-location and setting up a separate office.

We are there to help and advise every step of the way with transfer planning, legal assistance and implementation advice.

Operate

We operate the division for you, while you benefit from the cost and process efficiencies it delivers.

The overseas division is based within the QX premises which bring a number of benefits:

- Lower overheads
- No requirement to become involved in location identification, real estate issues, provision of equipment and any associated ongoing issues
- Trained personnel 'on the ground' able to deal with day-to-day management of the division
- Tested processes and procedures in place – why reinvent the wheel?
- IT, HR, Training and other core infrastructure departments on hand
- Communication systems in place with 'next office' connectivity and costs
- Access to other outsourced services such as payroll, finance and accounts
- Flexible pricing model.

Management team

Because we have the expertise here already, your timescale to productivity is reduced dramatically. We provide daily feedback and reporting as per your requirements and the support and structure your team requires to rapidly deliver a return on investment.

One benefit often overlooked is our ability to provide additional staff resources when required; to ramp up the number of personnel if you are undertaking a particular campaign or to provide skilled cover for annual leave or sickness. No need to incur additional recruiting costs.

We either provide our own management to run your division for you, or we can help you to recruit the right candidates. Whatever route you opt for, your division will be effectively and efficiently managed by people who are qualified to undertake the role.

Want to know more?

Contact us for an informal, no-commitment chat about how the BOT model from QX Recruitment Services could work for you.

You can contact us by:

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